

Message Text

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PAGE 01 SAIGON 03027 071108Z

11 R
ACTION EA-07

INFO OCT-01 ISO-00 /008 W
----- 019333
R 070912Z MAR 74
FM AMEMBASSY SAIGON
TO SECSTATE WASHDC 2424

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STADIS////////////////////////////////////

FOR RICHMOND FROM ASHIDA

EO 11652: N/A
TAGS: BPRO VS
SUBJECT: AN EX-IM PROGRAM FOR VIETNAM

REF: STATE 041982

1. WE APPRECIATE AND SUPPORT YOUR EFFORTS TO CHANGE EX-IM'S
NEGATIVE ATTITUDE TOWARD VIETNAM. WE BELIEVE THAT AN EARTH
SATELLITE STATION IS A GOOD CASE ON WHICH TO BASE POLICY
GUIDANCE FOR EX-IM'S PRESIDENT AND DIRECTORS.

2. VIETNAM TELECOMMUNICATIONS AGENCY (VTA) WOULD BE GVN
AGENCY TO IMPLEMENT EARTH SATELLITE STATION. HOWEVER, VTA
WAS ESTABLISHED ONLY ON JANUARY 1, 1974 AND IS STILL IN
THROES OF GETTING ORGANIZED. CONSEQUENTLY IT HAS NOT HAD
TIME TO PLAN FUTURE PROJECTS LET ALONE ASSIGN PRIORITY TO
THEM.

3. VTA HAS ALREADY RECEIVED PROPOSAL OF PAGE COMMUNICATIONS
FOR PORTABLE EARTH STATION COSTING \$2.3 MILLION (SEE STATE 040868
FOR DETAILS.) WE UNDERSTAND GT&E AND IT&T WILL ALSO BE SUBMITTING
PROPOSALS SOON. IF FAIRCHILD WISHES TO BE CONSIDERED, IT SHOULD
SUBMIT PROPOSAL SOONEST.

4. VTA WILL PROBABLY DECIDE TO PROCEED WITH PROJECT ONLY AFTER
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CAREFUL ANALYSIS OF COUNTRY'S TELECOMMUNICATIONS REQUIREMENTS

AND AVAILABLE RESOURCES. IF DECISION TO PROCEED IS MADE, SOME
TIME WILL BE REQUIRED TO EVALUATE COMPETING PROPOSALS PRESENTED
BY NOT ONLY AMERICAN BUT ALSO JAPANESE FIRMS. VTA HAS ADVISED
US THAT IT PREFERS AN AMERICAN-MADE STATION. DECON 12/31/75.
MARTIN

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NNN

Message Attributes

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Disposition Authority: MorefiRH
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